The Pet Food Manufacturing Industry Feeds America’s Pets, Rural Economies

America’s 135 million cats and dogs all need food. From kibble to canned food and treats, pets consume over 9.8 million tons of pet food, valued at $30.3 billion, annually. Keeping them nourished with high-quality, nutritionally balanced and safe pet food are the more than 500 pet food manufacturing facilities across the United States.

But these facilities do more than help feed America’s pets. U.S. pet food manufacturers also contribute to the national and rural economies through the purchase of over 8 million tons of farm-grown crops and livestock and poultry products. A recent report commissioned by the Institute for Feed Education and Research, North American Renderers Association and Pet Food Institute found that pet food manufacturers purchase $6.9 billion in products from farmers and ranchers. In turn, farmers and ranchers purchase roughly $5.3 billion in materials and services from farm suppliers, who in turn purchase roughly $4.1 billion in inputs from other industries.

The demand for pet food is strong. The U.S. pet food industry will continue to thrive as it develops new, innovative solutions to meet the nutritional needs of pets and changing demands of consumers - all while reducing its environmental impact.

THE U.S. BY THE NUMBERS:

- **Number of Facilities**: 519
- **Ingredient Purchases**: 8.7 million tons
- **Ingredient Farm Purchases**: $6.9 billion
- **Farm Input Purchases**: $5.3 billion
- **Supplier Input Purchases**: $4.1 billion

STATES REAPING BIGGEST ECONOMIC BENEFITS

Decision Innovation Solutions prepared the data for this study. For more information visit ifeeder.org, nara.org or petfoodinstitute.org.

The Demand for Pet Food Is Strong

What ingredients are most commonly used in pet food? Although the answer is relatively simple, the way of determining it is a bit complex, given pet food formulations vary by many factors, including an ingredient's nutrient profile, shopper preference and price point.

In 2018, approximately 9.8 billion tons of pet food were sold at a value of $30.3 billion. Farm and mill-based ingredients (i.e., ingredients from grains and oilseeds, dairy products, egg products, fruits, nuts, root crops, sweeteners, tree oils and vegetables) represent the largest volume of products used in pet food at 4 million tons, followed by meat and poultry products at 1.83 million tons and rendered protein meals at 1.5 million tons.

TOTAL AMOUNT OF PET FOOD: Data from Nielsen sales data factored up by 1.4548 to reflect national numbers based on national sales; TOTAL AMOUNT OF CAT and DOG FOOD: Total amount of ingredients in cat and dog food, not including key additives, sold at retail, allocated by number of cats and dogs per state.